



Job Description – Vice President, Business Development & Portfolio Engagement (India):

Encourage Capital (“EC”) is seeking an experienced and highly motivated individual to support its investment team in its rooftop solar finance strategy for micro, small and medium-sized enterprises (“MSMEs”) in India. This is a unique opportunity to gain operational experience working with financial institutions in the investment portfolio of a global impact investment firm.

The individual will be given the following key responsibilities:

- **Business Development:** Build relationships and strategic partnerships with diverse stakeholders, including financial institutions, solar installers & developers, intermediaries, and other advisors to scale EC’s rooftop solar finance program in close coordination with EC’s investment team; Increase EC’s visibility through networking events and conferences
- **Research & Intelligence:** Monitor industry developments relevant for EC’s strategy; Identify potential targets for EC’s investment team through desktop research and market engagement
- **Portfolio Engagement:** Support in design and management of key capacity building and value creation initiatives for portfolio companies, including training, ESG management system implementation, market awareness programs for MSMEs, etc.
- **Portfolio Monitoring:** Coordinate portfolio monitoring activities including benchmarking performance against (i) financial and impact targets and (ii) ESG requirements
- **Reporting:** Prepare frequent reports and presentations for EC’s investment team including weekly activity updates, monthly portfolio updates (leveraging MIS reports from portfolio companies) and detailed quarterly reports

Candidate Qualifications:

The ideal candidate will have a Master’s degree or equivalent and six to eight years of work experience in a consulting, business development, operational or investment role at a prominent organization. Preferably, candidates will have had some exposure to renewable energy, financial services, private equity and business development.

Candidates must have strong collaborative and negotiation skills including demonstrable experience in senior management level interactions, analytical skills, project management skills, aptitude, great attention to detail, strong written and verbal communication skills, and be able to fit into a multi-cultural, entrepreneurial, mission driven and highly demanding work environment.

Compensation:

Compensation will be competitive and commensurate with experience and will include a fixed base compensation and a performance-based incentive. The individual will be retained as a full-time consultant to Encourage Capital.

About Encourage Capital:

Encourage Capital, LLC is a research-driven asset management firm that seeks to solve critical environmental and social problems. We believe we can generate both compelling investment returns and social and environmental impacts for our investors.

Encourage Capital was formed in December 2014 through the combination of Wolfensohn Fund Management, LP (“WFM”) and EKO Asset Management Partners, LLC. Together these firms represent a formidable base of



knowledge, investment track record, conviction, relationships, passion and vision that is scaling up impact investing to deploy private capital to address some of the most pressing social and environmental challenges of our time. WFM manages a private equity fund called Wolfensohn Capital Partners, which has made a several investments in India, including Ujjivan Microfinance, DCB Bank, Repco Home Finance, National Stock Exchange of India and Fabindia.

To apply for the above position please send your cover letter and resumé to jobs@encouragecapital.com and [reference "Vice President, Business Development & Portfolio Engagement \(India\)" in the subject line.](#)